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1957-59

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AGENTS AND BROKERS

1957-59

Agents and Brokers who negotiated merchandise transactions on a commission basis had sales of \$3,187,206,300 in 1959 compared with \$2,972,171,300 in 1958 and \$2,860,353,600 in 1957. They reported inventory holdings of \$47,052,200 at the end of 1959 compared with \$41,169,000 and \$33,962,900 for 1958 and 1957 respectively. The volume of business recorded by the census of 1951 was \$2,493,563,000.¹ Data for 1958 and 1959 are estimated from sample surveys. Data for 1957 result from a comprehensive survey. Twenty-four trade groups appearing in Table 1 indicate the kinds of business in which Agents and Brokers were engaged.

Agents and Brokers are defined as business establishments primarily engaged in merchandising goods at the wholesale level on a commission basis, i.e., they do not take title to merchandise or assume the risks of price changes. The statistical reporting unit is the business establishment and establishments are classified to trade groups according to the principal commodities handled.

Through time there is shifting of establishments among three types of wholesale operation, i.e., Agents and Brokers, Wholesalers Proper and Assemblers of Primary Products. An establishment is classified to Agents and Brokers rather than Wholesalers Proper if 50% or more of its sales is on a commission basis. It is classified to Assemblers of Primary Products if it procures 50% or more of merchandise handled from primary producers. Consequently, establishments classified to Agents and Brokers in 1951 may not be within the scope of this classification in 1957 and subsequent years.²

Prior to 1957 no survey of Agents and Brokers had been conducted since the census of 1951. The survey reported in this reference paper was, in effect, a census of Agents and Brokers for 1957.

¹ Census of Canada, 1951, Volume VIII, Table 3. Queen's Printer and Controller of Stationery, Ottawa, 1954.

² A number of grain firms, classified in 1951 to the farm products (raw materials) trade in the agents and brokers category, are not within the scope of the agents and brokers survey for 1957-59. These were border-line cases and it was decided that the functions performed resembled those of a merchant (i.e., wholesaler proper) rather than a broker. If no change in classification had occurred the business of agents and brokers for 1957 would have been approximately \$773,000,000 in excess of the figure shown. Estimates for 1958 and 1959 also would have been higher.

Making use of directories for towns and cities with a population of 5,000 or more, the employers register of the Unemployment Insurance Commission and the files of the 1951 Census, a mailing list of business establishments falling in the category of Agents and Brokers was prepared during 1957 and 1958. Data set out in Table 2 result from a tabulation of completed questionnaires received from 2,837 establishments during the course of a mail survey. In 1951, 1,741 establishments were classified as Agents and Brokers.

Table 2 shows, for Canada and the economic regions, the number of establishments classified to each of the twenty-four groups and two residual classifications for 1957. Many establishments carry on some own-account merchandising activity and, in a few cases, some manufacturing is done. Nevertheless, these establishments are classified as Agents and Brokers because the predominant part of sales is commission business. Table 2 shows the total sales of establishments and a breakdown of total sales into three types of business.

Table 2 also shows commission earned on the commission business, the maximum and minimum rates reported by respondents and the average rate accruing to establishments in the trades. The wholesale functions performed by establishments vary widely even within a trade group. Hence the wide variation between maximum and minimum rates charged. In all except a few cases the average rate (weighted average of rates reported) indicates that the customary rate prevailing in the trade falls closer to the minimum than the maximum.

Table 2 shows year-end inventory reported by respondents, the number of working proprietors, the maximum and minimum number of employees during the year and salaries and wages paid, all relating to the year 1957. Salaries and wages do not include the salaries or withdrawals of owners of unincorporated businesses.

Table 3 shows, for Canada and the economic regions, the distribution of Agents and Brokers by form of ownership. Data for sales, commission earned, owned inventory, employees and salaries and wages have been tabulated accordingly.

Table 4 shows, for Canada and the economic regions, the number of establishments and total sales for each of the trade groups and residual categories for the years 1951 and 1957.



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TABLE 1. Sales and Owned Inventory, by Kind of Business, for Canada, 1957, 1958¹ and 1959¹

Kind of business	1957		1958		% change in sales 1958/1957	1959		% change in sales 1959/1958
	Sales	Owned inventory	Sales	Owned inventory		Sales	Owned inventory	
	thousands of dollars				per cent	thousands of dollars		per cent
All establishments	2,860,353.6	33,962.9	2,972,171.3	41,169.0	+ 3.9	3,187,206.3	47,052.2	+ 7.2
Amusement, sporting and photographic goods	20,388.7	531.4	20,298.4	663.9	- 0.5	22,350.6	881.1	+10.1
Automotive	38,907.0	1,766.0	39,525.5	1,858.1	+ 1.6	40,505.0	2,564.6	+ 2.5
Beer, wine and distilled spirits	15,164.5	103.9	14,953.7	231.4	- 1.4	15,060.4	229.1	+ 0.7
Chemicals, drugs and allied products	46,893.4	2,266.1	48,321.2	2,312.5	+ 3.0	48,379.4	4,274.6	+ 0.1
Coal and coke	12,402.7	6.0	8,687.7	—	-30.0	8,375.7	—	- 3.6
Dry goods and apparel	306,499.6	2,817.8	312,695.1	5,472.7	+ 2.0	359,998.2	4,506.2	+15.1
Electrical goods	69,254.8	1,059.3	72,979.4	1,672.3	+ 5.4	81,179.9	2,229.2	+11.2
Farm products (raw materials)	940,520.6	160.5	1,038,767.1	797.0	+10.4	1,064,964.4	1,232.3	+ 2.5
Farm supplies	19,397.5	1,076.1	21,845.6	3,140.5	+12.6	30,246.7	2,735.5	+38.5
Food products (except groceries) and tobacco)	355,475.7	4,881.4	356,521.8	4,005.9	+ 0.3	381,465.7	4,143.5	+ 7.0
Forest products (except lumber)	57,088.9	3,129.5	39,016.7 ²	269.7	-31.7	44,090.9	689.2	+13.0
Furniture and house furnishings	49,053.4	892.6	51,914.7	2,401.1	+ 5.8	52,896.7	2,174.8	+ 1.9
General merchandise	23,212.3	374.4	26,095.2	411.5	+12.4	27,269.6	438.6	+ 4.5
Groceries and food specialties	235,161.4	3,392.5	233,676.2	5,335.7	- 0.6	240,636.9	6,505.0	+ 3.0
Hardware	42,449.3	867.3	42,900.4	1,036.0	+ 1.1	45,954.4	909.9	+ 7.1
Jewellery	4,676.2	219.1	4,833.5	327.3	+ 3.4	4,230.0	306.0	-12.5
Leather and leather goods	12,837.9	265.0	14,057.8	277.5	+ 9.5	17,141.8	300.9	+21.9
Lumber and building materials (other than metal)	78,722.9	1,361.7	86,135.7	847.4	+ 9.4	102,053.8	1,087.9	+18.5
Machinery, equipment and supplies	119,682.3	4,749.3	116,806.3	5,281.1	- 2.4	136,422.8	4,975.2	+16.8
Metals and metal work	138,604.9	814.3	158,311.9	2,045.9	+14.2	196,656.1	2,948.5	+24.2
Paper and paper products	148,153.6	183.9	152,423.7	196.5	+ 2.9	155,714.8	195.5	+ 2.2
Petroleum and petroleum products	27,272.4	72.8	21,650.9	63.0	-20.6	19,919.5	27.6	- 8.0
Plumbing and heating equipment and supplies	22,296.8	283.7	20,462.7	357.1	- 8.2	21,467.2	416.3	+ 4.9
Waste materials (including scrap metal)..	10,328.4	32.8	9,119.3	29.6	-11.7	10,079.5	29.4	+10.5
Other kinds of business	40,227.2	2,162.4	33,138.1	1,989.9	-17.6	33,735.4	2,485.8	+ 1.8
Unable to classify	25,681.2	493.1	27,032.7	145.4	+ 5.3	26,410.9	765.5	- 2.3

¹ Estimated from a sample survey.² Establishments with sales of approximately \$34,000,000 were outside the scope of the survey in 1958 and 1959.

TABLE 2. Principal Statistics, by Kind of Business, for Canada and the Economic Regions, 1957

No.	Kind of business	Establishments	Sales			
			Total	On commission	On own account	Of own manufactured goods
		number	thousands of dollars			
Canada						
1	All establishments	2,837	2,860,353.6	2,688,871.4	163,582.1	7,900.1
2	Amusement, sporting and photographic goods	59	20,388.7	18,348.2	2,034.5	6.0
3	Automotive	61	38,907.0	33,717.6	5,138.7	50.7
4	Beer, wine and distilled spirits	39	15,164.5	14,514.5	633.4	16.6
5	Chemicals, drugs and allied products	92	46,893.4	34,430.7	12,388.9	73.8
6	Coal and coke	15	12,402.7	10,835.7	1,567.0	—
7	Dry goods and apparel	678	306,499.6	296,327.5	10,161.1	11.0
8	Electrical goods	105	69,254.8	63,742.4	5,466.0	46.4
9	Farm products (raw materials)	118	940,520.6	933,937.2	6,583.4	—
10	Farm supplies	11	19,397.5	17,307.2	2,090.3	—
11	Food products (except groceries) and tobacco	277	355,475.7	330,398.9	21,808.3	3,268.5
12	Forest products (except lumber)	20	57,088.9	45,818.7	11,242.2	28.0
13	Furniture and house furnishings	123	49,053.4	43,180.3	5,002.2	870.9
14	General merchandise	61	23,212.3	19,538.3	3,672.8	1.2
15	Groceries and food specialties	159	235,161.4	209,272.5	25,628.3	260.6
16	Hardware	139	42,449.3	39,467.9	2,848.6	132.8
17	Jewellery	26	4,676.2	3,946.5	481.4	248.3
18	Leather and leather goods	28	12,837.9	12,233.0	601.0	3.9
19	Lumber and building materials (other than metal) ..	101	78,722.9	71,754.9	6,738.9	229.1
20	Machinery, equipment and supplies	290	119,682.3	98,534.1	20,104.2	1,044.0
21	Metals and metal work	70	138,604.9	132,226.8	6,099.1	279.0
22	Paper and paper products	64	148,153.6	142,888.8	5,264.8	—
23	Petroleum and petroleum products	20	27,272.4	27,134.6	137.8	—
24	Plumbing and heating equipment and supplies	63	22,296.8	19,319.4	2,676.2	301.2
25	Waste materials (including scrap metal)	11	10,328.4	9,651.1	677.3	—
26	Other kinds of business	101	40,227.2	36,507.1	2,752.8	967.3
27	Unable to classify	106	25,681.2	23,837.5	1,782.9	60.8
Atlantic Provinces						
28	All establishments	244	114,508.7	99,565.5	14,880.7	62.5
29	Amusement, sporting and photographic goods	5	1,681.0	1,675.0	—	6.0
30	Automotive	4	1,082.1	885.0	197.1	—
31	Beer, wine and distilled spirits	8	2,665.2	2,665.2	—	—
32	Chemicals, drugs and allied products	8	1,211.9	1,191.9	20.0	—
33	Coal and coke	4	1,785.5	1,785.5	—	—
34	Dry goods and apparel	26	7,322.4	7,058.4	264.0	—
35	Electrical goods	10	7,028.9	5,710.7	1,311.2	7.0
36	Farm products (raw materials)	5	10,185.1	5,599.8	4,585.3	—
37	Farm supplies	—	—	—	—	—
38	Food products (except groceries) and tobacco	43	21,622.3	20,267.6	1,354.7	—
39	Forest products (except lumber)	2	1	2	2	2
40	Furniture and house furnishings	8	1,320.6	1,110.9	209.7	—
41	General merchandise	17	2,440.4	2,311.0	129.4	—
42	Groceries and food specialties	25	29,372.7	26,275.3	3,097.4	—
43	Hardware	9	2,287.2	2,066.1	221.1	—
44	Jewellery	1	2	2	2	2
45	Leather and leather goods	—	—	—	—	—
46	Lumber and building materials (other than metal) ..	10	2,342.3	2,263.0	79.3	—
47	Machinery, equipment and supplies	28	7,218.7	5,848.0	1,370.7	—
48	Metals and metal work	6	2,563.6	1,885.3	628.8	49.5
49	Paper and paper products	7	1,735.5	1,661.0	74.5	—
50	Petroleum and petroleum products	1	2	2	2	2
51	Plumbing and heating equipment and supplies	3	1,384.1	1,275.3	108.8	—
52	Waste materials (including scrap metal)	—	—	—	—	—
53	Other kinds of business	7	6,474.7	5,809.0	665.7	—
54	Unable to classify	7	2,515.7	1,985.0	530.7	—

See footnotes at end of table.

TABLE 2. Principal Statistics, by Kind of Business, for Canada and the Economic Regions, 1957

Commission earned	Rate of commission			Owned inventory	Working proprietors	Employees		Salaries and wages	No.
	Maximum	Minimum	Average			Maximum	Minimum		
\$000	per cent			\$000	number			\$000	
78,759.5	50.0	¹	2.9	33,962.9	1,828	12,150	10,000	42,778.9	1
1,030.2	25.0	1.1	5.6	531.4	39	185	150	595.4	2
2,458.5	21.0	2.5	7.3	1,766.0	28	389	339	1,499.6	3
1,222.0	20.4	0.1	8.4	103.9	31	134	122	425.5	4
3,086.8	35.0	1.0	9.0	2,266.1	38	721	494	1,923.3	5
418.8	10.0	2.0	3.9	6.0	3	41	39	203.5	6
13,900.6	33.3	0.5	4.7	2,817.8	481	1,211	1,053	4,767.5	7
3,461.0	40.0	2.0	5.4	1,059.3	52	501	422	2,020.9	8
5,838.6	47.0	¹	0.6	160.5	74	989	672	2,882.4	9
429.5	20.0	2.0	2.5	1,076.1	7	221	68	352.4	10
8,563.7	37.2	0.3	2.6	4,881.4	178	1,461	1,207	4,713.8	11
1,034.7	20.0	1.0	2.3	3,129.5	8	246	218	928.1	12
3,203.8	15.0	2.5	7.4	892.6	86	427	351	1,579.1	13
1,156.7	30.0	0.4	5.9	374.4	34	227	193	762.1	14
6,013.6	45.0	0.9	2.9	3,392.5	91	1,015	902	3,231.3	15
2,575.8	24.0	1.0	6.5	867.3	108	350	314	1,348.2	16
289.5	20.0	5.0	7.3	219.1	21	43	39	160.4	17
459.9	13.0	1.0	3.8	265.0	22	56	50	197.3	18
3,144.3	30.0	1.5	4.4	1,361.7	51	397	325	1,511.4	19
8,724.2	46.0	0.4	8.9	4,749.3	121	1,735	1,487	6,707.1	20
2,573.1	33.3	0.8	1.9	814.3	31	361	299	1,661.6	21
2,280.0	35.0	0.1	1.6	183.9	43	257	243	1,394.1	22
395.8	50.0	0.6	1.5	72.8	19	30	29	117.2	23
1,572.9	33.3	3.0	8.1	283.7	25	201	168	1,022.0	24
225.6	30.0	1.0	2.3	32.8	8	29	29	144.7	25
3,391.8	30.0	0.5	9.3	2,162.4	74	756	651	2,059.7	26
1,308.1	25.0	0.5	5.5	493.1	52	167	136	570.3	27
5,061.1	40.0	¹	5.1	2,716.2	149	939	813	2,989.5	28
91.0	6.0	5.0	5.4	73.1	4	15	15	37.2	29
76.3	10.0	8.0	8.6	22.0	1	15	9	54.3	30
193.6	15.0	5.0	7.3	13.5	5	24	19	71.3	31
96.9	25.0	5.0	8.1	14.8	1	13	11	45.1	32
48.7	3.0	2.0	2.7	—	1	9	8	33.3	33
416.9	10.0	4.0	5.9	88.5	20	47	41	150.2	34
319.3	40.0	2.5	5.6	146.1	5	61	51	208.0	35
20.3	7.5	¹	0.4	29.6	4	19	17	76.6	36
—	—	—	—	—	—	—	—	—	37
766.2	35.0	1.5	3.8	164.1	27	173	149	538.2	38
²	²	²	²	²	²	²	²	²	39
67.7	11.0	3.0	6.1	64.0	5	16	13	37.7	40
134.1	15.0	1.5	5.8	21.1	12	14	13	22.3	41
885.8	12.0	2.0	3.4	922.3	14	181	162	619.3	42
121.3	10.9	3.5	5.9	30.8	5	30	27	124.1	43
²	²	²	²	²	²	²	²	²	44
—	—	—	—	—	—	—	—	—	45
104.8	15.0	1.5	4.6	78.5	12	15	12	33.0	46
522.6	26.0	2.0	8.9	497.9	14	66	59	288.9	47
84.0	20.0	2.4	4.5	55.9	4	16	16	72.6	48
97.4	10.0	5.0	5.9	5.4	5	11	11	45.7	49
²	²	²	²	²	²	²	²	²	50
81.0	10.0	5.0	6.4	15.2	1	7	7	52.1	51
—	—	—	—	—	—	—	—	—	52
823.4	20.0	10.0	14.2	395.9	2	182	155	394.1	53
78.0	6.2	2.5	3.9	73.0	4	20	13	70.9	54

TABLE 2. Principal Statistics, by Kind of Business, for Canada and the Economic Regions, 1957 — Continued

No.	Kind of business	Establishments	Sales			
			Total	On commission	On own account	Of own manufactured goods
	Quebec	number	thousands of dollars			
1	All establishments	858	739,191.6	681,012.1	57,134.2	1,045.3
2	Amusement, sporting and photographic goods	19	7,036.2	5,841.1	1,195.1	—
3	Automotive	14	4,878.1	4,034.7	829.2	14.2
4	Beer, wine and distilled spirits	23	9,731.8	9,081.8	633.4	16.6
5	Chemicals, drugs and allied products	37	23,423.5	16,175.4	7,224.3	23.8
6	Coal and coke	3	2	2	2	2
7	Dry goods and apparel	199	121,874.0	116,412.3	5,461.7	—
8	Electrical goods	22	11,246.4	10,815.3	431.1	—
9	Farm products (raw materials)	26	78,988.3	78,730.9	257.4	—
10	Farm supplies	5	1,065.1	915.1	150.0	—
11	Food products (except groceries) and tobacco	99	78,538.8	71,485.7	7,037.1	16.0
12	Forest products (except lumber)	9	18,804.4	15,038.4	3,738.0	28.0
13	Furniture and house furnishings	43	17,433.7	15,278.4	2,155.3	—
14	General merchandise	14	6,043.8	4,745.1	1,298.7	—
15	Groceries and food specialties	28	51,089.6	44,915.1	6,174.5	—
16	Hardware	41	15,147.3	13,493.6	1,591.7	62.0
17	Jewellery	8	1,609.9	1,451.9	158.0	—
18	Leather and leather goods	15	8,676.8	8,144.8	532.0	—
19	Lumber and building materials (other than metal) ..	27	20,991.4	19,064.8	1,776.3	150.3
20	Machinery, equipment and supplies	84	38,492.2	28,755.4	9,310.3	426.5
21	Metals and metal work	22	109,301.0	105,795.9	3,404.6	100.5
22	Paper and paper products	15	68,682.7	68,297.1	385.6	—
23	Petroleum and petroleum products	4	2	2	2	2
24	Plumbing and heating equipment and supplies	20	8,527.8	7,888.2	639.6	—
25	Waste materials (including scrap metal)	6	9,277.1	9,000.0	277.1	—
26	Other kinds of business	36	12,955.0	12,265.8	481.8	207.4
27	Unable to classify	39	8,612.0	8,318.7	293.3	—
	Ontario					
28	All establishments	890	672,373.8	614,040.3	56,065.0	2,268.5
29	Amusement, sporting and photographic goods	19	7,174.1	6,683.3	490.8	—
30	Automotive	26	22,098.2	18,459.9	3,601.8	36.5
31	Beer, wine and distilled spirits	5	2,343.7	2,343.7	—	—
32	Chemicals, drugs and allied products	35	16,919.6	13,634.5	3,235.1	50.0
33	Coal and coke	1	2	2	2	2
34	Dry goods and apparel	217	96,332.2	92,874.4	3,450.8	7.0
35	Electrical goods	34	18,692.0	16,719.2	1,933.4	39.4
36	Farm products (raw materials)	19	50,037.7	49,986.5	51.2	—
37	Farm supplies	2	2	2	2	2
38	Food products (except groceries) and tobacco	79	177,840.7	170,868.3	6,972.4	—
39	Forest products (except lumber)	1	2	2	2	2
40	Furniture and house furnishings	44	21,094.4	18,934.0	1,836.7	323.7
41	General merchandise	9	4,508.4	3,550.4	956.8	1.2
42	Groceries and food specialties	47	79,102.6	68,445.2	10,396.8	260.6
43	Hardware	46	10,237.9	9,678.5	488.6	70.8
44	Jewellery	7	1,161.9	853.3	65.3	243.3
45	Leather and leather goods	7	2,135.9	2,100.7	31.3	3.9
46	Lumber and building materials (other than metal) ..	22	13,419.2	9,980.3	3,431.9	7.0
47	Machinery, equipment and supplies	112	54,818.5	47,921.7	6,337.6	559.2
48	Metals and metal work	32	21,622.3	19,971.7	1,650.6	—
49	Paper and paper products	26	21,823.8	17,665.5	4,158.3	—
50	Petroleum and petroleum products	3	396.0	396.0	—	—
51	Plumbing and heating equipment and supplies	20	7,114.1	5,800.1	1,012.8	301.2
52	Waste materials (including scrap metal)	5	1,051.3	651.1	400.2	—
53	Other kinds of business	36	13,935.4	12,836.1	795.4	303.9
54	Unable to classify	36	7,958.2	7,046.4	851.0	60.8

See footnotes at end of table.

TABLE 2. Principal Statistics, by Kind of Business, for Canada and the Economic Regions, 1957 - Continued

Commission earned	Rate of commission			Owned inventory	Working proprietors	Employees		Salaries and wages	No.
	Maximum	Minimum	Average			Maximum	Minimum		
\$000	per cent			\$000		number		\$000	
24,209.5	45.0	0.1	3.6	11,656.2	567	3,683	3,188	13,948.4	1
333.6	20.0	1.1	5.7	234.2	11	95	67	282.5	2
332.4	21.0	5.0	8.2	451.6	13	68	57	259.1	3
879.1	20.4	0.1	9.7	90.4	19	94	88	281.9	4
1,285.5	35.0	1.0	7.9	1,210.3	12	280	228	908.0	5
2	2	2	2	2	2	2	2	2	6
5,520.3	33.3	1.0	4.7	1,111.5	153	514	457	2,140.4	7
435.5	20.0	2.0	4.0	123.4	15	52	46	188.8	8
1,046.7	38.0	0.2	1.3	50.6	19	114	100	465.4	9
29.1	8.0	2.0	3.2	1.6	4	5	4	6.2	10
2,656.3	33.3	0.3	3.7	1,647.5	75	434	394	1,462.0	11
401.7	20.0	2.0	2.7	1,239.7	4	104	88	327.3	12
929.6	15.0	2.5	6.1	279.6	29	183	149	568.7	13
298.4	25.0	0.4	6.3	176.9	8	75	57	262.9	14
1,088.7	45.0	0.9	2.4	722.4	13	175	159	779.3	15
835.0	18.0	1.6	6.2	606.3	40	146	135	416.0	16
87.1	20.0	5.0	6.0	86.8	8	8	8	34.8	17
254.9	13.0	1.0	3.1	232.4	14	35	33	108.1	18
729.9	20.0	1.5	3.8	163.2	12	125	96	433.8	19
2,627.9	33.3	0.4	9.1	1,658.0	33	611	534	2,334.6	20
1,429.6	21.0	0.8	1.4	458.2	7	149	124	959.7	21
562.8	35.0	0.1	0.8	—	9	61	56	381.3	22
2	2	2	2	2	2	2	2	2	23
625.0	25.0	4.0	7.9	75.3	9	76	69	417.9	24
156.8	20.0	1.0	1.7	3.3	3	10	10	75.8	25
1,031.9	30.0	0.5	8.4	898.2	26	210	175	637.9	26
428.6	15.0	0.5	5.2	111.8	28	34	30	92.5	27
24,395.2	50.0	0.3	4.0	10,538.9	563	3,942	3,285	13,735.3	28
420.1	25.0	2.5	6.3	133.9	11	47	42	196.7	29
1,160.8	20.0	2.5	6.3	745.3	9	239	219	992.3	30
139.9	12.5	5.0	6.0	—	4	15	14	69.3	31
1,501.5	33.3	2.7	11.0	754.3	17	386	216	829.1	32
2	2	2	2	2	2	2	2	2	33
3,988.7	20.0	0.5	4.3	1,239.7	206	347	296	1,325.6	34
902.7	30.0	3.0	5.4	399.7	20	158	118	610.5	35
819.0	47.0	0.5	1.6	4.5	7	218	210	505.8	36
2	2	2	2	2	2	2	2	2	37
3,049.3	33.3	0.3	1.8	1,356.5	54	392	327	1,586.1	38
2	2	2	2	2	2	2	2	2	39
1,722.6	11.0	3.0	9.1	392.0	24	162	142	774.8	40
277.9	10.0	7.4	7.8	88.0	4	54	46	175.6	41
1,675.9	10.5	0.9	2.4	846.8	31	277	242	309.2	42
777.3	50.0	3.4	8.0	151.0	36	82	74	346.5	43
56.9	20.0	5.0	6.7	66.1	4	14	14	60.2	44
106.7	7.9	4.0	5.1	31.2	5	11	9	44.0	45
539.9	20.0	1.5	5.4	498.3	7	103	89	445.5	46
3,523.1	46.0	0.4	7.4	1,552.0	46	735	608	2,871.6	47
877.0	33.3	1.8	4.4	253.9	18	150	123	487.8	48
575.2	20.0	1.0	3.3	160.3	13	104	101	617.3	49
41.3	33.3	8.7	10.4	—	3	2	2	5.1	50
384.0	33.3	3.0	6.6	96.2	7	51	43	268.1	51
68.8	30.0	1.0	10.6	29.5	5	19	19	68.9	52
891.9	19.4	2.0	6.9	456.2	28	211	186	532.1	53
420.8	20.0	2.5	6.0	201.9	3	69	58	224.9	54

TABLE 2. Principal Statistics, by Kind of Business, for Canada and Economic Regions, 1957 — Concluded

No.	Kind of business	Establishments	Sales			
			Total	On commission	On own account	Of own manufactured goods
		number	thousands of dollars			
Prairie Provinces						
1	All establishments	529	997, 191. 3	977, 328. 6	18, 872. 4	990. 3
2	Amusement, sporting and photographic goods	11	4, 131. 0	3, 826. 0	305. 0	—
3	Automotive	12	9, 451. 5	9, 231. 6	219. 9	—
4	Beer, wine and distilled spirits	1	²	²	²	²
5	Chemicals, drugs and allied products	6	1, 404. 4	1, 404. 4	—	—
6	Coal and coke	4	657. 6	657. 6	—	—
7	Dry goods and apparel	148	53, 580. 1	53, 016. 4	563. 7	—
8	Electrical goods	23	21, 936. 1	20, 735. 8	1, 200. 3	—
9	Farm products (raw materials).....	60	689, 968. 5	689, 679. 9	288. 6	—
10	Farm supplies	4	18, 013. 2	16, 072. 9	1, 940. 3	—
11	Food products (except groceries) and tobacco	29	38, 884. 4	36, 287. 2	2, 401. 2	196. 0
12	Forest products (except lumber)	3	²	²	²	²
13	Furniture and house furnishings	20	6, 361. 7	5, 721. 5	366. 6	273. 6
14	General merchandise	14	7, 872. 9	6, 722. 2	1, 150. 7	—
15	Groceries and food specialties	41	57, 102. 5	53, 385. 9	3, 716. 6	—
16	Hardware	27	10, 194. 3	9, 793. 0	401. 3	—
17	Jewellery	8	1, 454. 4	1, 247. 8	206. 6	—
18	Leather and leather goods	5	1, 271. 7	1, 271. 7	—	—
19	Lumber and building materials (other than metal)	17	12, 048. 0	11, 951. 5	96. 5	—
20	Machinery, equipment and supplies	43	12, 377. 9	10, 446. 3	1, 881. 6	50. 0
21	Metals and metal work	4	2, 170. 0	1, 632. 3	408. 7	129. 0
22	Paper and paper products	4	1, 256. 0	839. 1	416. 9	—
23	Petroleum and petroleum products	8	24, 020. 2	24, 013. 5	6. 7	—
24	Plumbing and heating equipment and supplies	11	2, 588. 3	2, 282. 4	305. 9	—
25	Waste materials (including scrap metal)	—	—	—	—	—
26	Other kinds of business	12	3, 147. 9	2, 147. 2	659. 0	341. 7
27	Unable to classify	14	3, 693. 8	3, 684. 9	8. 9	—
British Columbia						
28	All establishments	316	337, 088. 2	316, 924. 9	16, 629. 8	3, 533. 5
29	Amusement, sporting and photographic goods	5	366. 4	322. 8	43. 6	—
30	Automotive	5	1, 397. 1	1, 106. 4	290. 7	—
31	Beer, wine and distilled spirits	2	²	²	²	²
32	Chemicals, drugs and allied products	6	3, 934. 0	2, 024. 5	1, 909. 5	—
33	Coal and coke	3	²	²	²	²
34	Dry goods and apparel	88	27, 390. 9	26, 966. 0	420. 9	4. 0
35	Electrical goods	16	10, 351. 4	9, 761. 4	590. 0	—
36	Farm products (raw materials).....	8	111, 341. 0	109, 940. 1	1, 400. 9	—
37	Farm supplies	—	—	—	—	—
38	Food products (except groceries) and tobacco	27	38, 589. 5	31, 490. 1	4, 042. 9	3, 056. 5
39	Forest products (except lumber)	5	8, 893. 2	7, 632. 6	1, 260. 6	—
40	Furniture and house furnishings	8	2, 843. 0	2, 135. 5	433. 9	273. 6
41	General merchandise	7	2, 346. 8	2, 209. 6	137. 2	—
42	Groceries and food specialties	18	18, 494. 0	16, 251. 0	2, 243. 0	—
43	Hardware	16	4, 582. 6	4, 436. 7	145. 9	—
44	Jewellery	2	²	²	²	²
45	Leather and leather goods	1	²	²	²	²
46	Lumber and building materials (other than metal)....	25	29, 922. 0	28, 495. 3	1, 354. 9	71. 8
47	Machinery, equipment and supplies	23	6, 775. 0	5, 562. 7	1, 204. 0	8. 3
48	Metals and metal work	6	2, 948. 0	2, 941. 6	6. 4	—
49	Paper and paper products	12	54, 655. 6	54, 426. 1	229. 5	—
50	Petroleum and petroleum products	4	1, 154. 2	1, 154. 2	—	—
51	Plumbing and heating equipment and supplies	9	2, 682. 5	2, 073. 4	609. 1	—
52	Waste materials (including scrap metal)	—	—	—	—	—
53	Other Kinds of business	10	3, 714. 2	3, 449. 0	150. 9	114. 3
54	Unable to classify	10	2, 901. 5	2, 802. 5	99. 0	—

¹ Less than 0.1 per cent.

TABLE 2. Principal Statistics, by Kind of Business, for Canada and Economic Regions, 1957 — Concluded

Commission earned	Rate of commission			Owned inventory	Working proprietors	Employees		Salaries and wages	No.
	Maximum	Minimum	Average			Maximum	Minimum		
\$000	per cent			\$000		number		\$000	
16,547.5	50.0	¹	1.7	5,781.3	385	2,202	1,640	7,343.1	1
163.6	10.0	3.0	4.3	85.0	9	23	21	67.2	2
809.7	18.0	5.0	8.8	487.0	4	43	37	127.3	3
²	²	²	²	²	²	²	²	²	²
106.1	10.0	5.0	7.6	55.1	5	12	11	30.2	5
30.1	5.0	3.5	4.6	6.0	1	4	4	10.0	6
2,575.0	20.0	1.5	4.9	154.5	133	179	161	703.0	7
1,230.7	11.0	4.0	5.9	223.7	9	145	133	621.2	8
3,693.4	20.0	¹	0.5	68.7	41	556	321	1,697.1	9
336.6	12.0	2.0	2.1	1,036.6	2	204	54	313.3	10
1,062.2	37.2	0.8	2.9	298.3	16	119	100	399.2	11
²	²	²	²	²	²	²	²	²	²
323.9	10.0	4.0	5.7	80.6	23	35	25	89.4	13
335.6	30.0	3.0	5.0	70.6	7	67	62	242.0	14
1,634.5	14.0	1.0	3.1	766.4	26	260	228	929.1	15
571.8	24.0	1.0	5.8	56.7	18	52	47	294.5	16
113.0	10.0	5.0	9.1	46.5	8	14	11	45.4	17
62.5	7.5	3.0	4.9	—	3	8	6	22.2	18
591.7	30.0	4.0	5.0	396.3	13	57	49	200.5	19
1,560.6	38.0	5.0	14.9	861.0	22	212	185	727.4	20
93.7	10.0	3.5	5.7	46.3	1	26	21	91.7	21
54.6	15.0	5.0	6.5	1.0	11	9	8	46.9	22
199.1	50.0	0.6	0.8	38.8	8	11	11	54.6	23
314.9	23.0	5.0	13.8	48.3	3	28	24	129.7	24
—	—	—	—	—	—	—	—	—	25
171.0	21.9	5.0	8.0	192.9	11	63	57	205.9	26
261.6	25.0	2.0	7.1	79.8	9	27	20	102.9	27
8,546.2	35.0	¹	2.7	3,270.3	164	1,384	1,074	4,762.6	28
21.9	20.0	5.0	6.8	5.2	4	5	5	11.8	29
79.3	10.0	5.0	7.2	60.1	1	24	17	66.6	30
²	²	²	²	²	²	²	²	²	²
96.8	10.0	4.0	4.8	231.6	3	30	28	110.9	32
²	²	²	²	²	²	²	²	²	²
1,399.7	20.0	1.8	5.2	223.6	72	124	98	448.3	34
572.8	10.0	3.0	5.9	166.4	3	85	74	392.4	35
259.2	15.0	¹	0.2	7.1	3	82	24	137.5	36
—	—	—	—	—	—	—	—	—	37
1,029.7	30.0	0.8	3.3	1,415.0	9	343	237	728.3	38
123.6	2.2	1.0	1.6	164.9	1	18	17	110.6	39
160.0	10.3	6.0	7.5	76.4	5	31	22	108.5	40
110.7	6.0	2.0	5.0	17.8	3	17	15	59.3	41
728.7	11.5	1.5	4.5	134.6	7	122	111	594.4	42
270.4	15.0	3.0	6.1	22.5	6	40	31	167.1	43
²	²	²	²	²	²	²	²	²	²
²	²	²	²	²	²	²	²	²	²
1,178.0	17.5	2.4	4.1	225.4	7	97	79	398.6	46
490.0	35.0	0.4	8.8	180.4	6	111	101	484.6	47
88.8	10.0	1.0	3.0	—	1	20	15	49.8	48
990.0	35.0	1.4	1.8	17.2	5	72	67	302.9	49
82.9	8.7	5.0	7.2	11.0	4	6	6	18.4	50
168.0	20.0	3.8	8.1	48.7	5	39	25	154.2	51
—	—	—	—	—	—	—	—	—	52
473.6	30.0	5.0	13.7	219.2	7	90	78	289.7	53
119.1	10.0	2.0	4.2	26.6	8	17	15	79.1	54

¹ Indicates figures are withheld to avoid disclosing individual operations but amounts are included in the totals.

TABLE 3. Principal Statistics, by Form of Ownership, for Canada and the Economic Regions, 1957

No.	Form of ownership	Estab- lish- ments	Sales		
			Total	On commission	On own account
		number	thousands of dollars		
	Canada:				
1	All establishments	2,837	2,860,353.6	2,688,871.4	163,582.1
2	Incorporated companies	1,240	1,907,884.6	1,759,435.4	141,331.9
3	All other	1,597	952,469.0	929,436.0	22,250.2
	Atlantic Provinces:				
4	All establishments	244	114,508.7	99,565.5	14,880.7
5	Incorporated companies	102	79,024.0	65,827.7	13,139.8
6	All other	142	35,484.7	33,737.8	1,740.9
	Quebec:				
7	All establishments	858	739,191.6	681,012.1	57,134.2
8	Incorporated companies	402	592,335.7	539,802.2	51,694.5
9	All other	456	146,855.9	141,209.9	5,439.7
	Ontario:				
10	All establishments	890	672,373.8	614,040.3	56,065.0
11	Incorporated companies	367	463,887.1	415,459.1	46,567.7
12	All other	523	208,486.7	198,581.2	9,497.3
	Prairie Provinces:				
13	All establishments	529	997,191.3	977,328.6	18,872.4
14	Incorporated companies	191	552,310.8	536,852.8	14,558.3
15	All other	338	444,880.5	440,475.8	4,314.1
	British Columbia:				
16	All establishments	316	337,088.2	316,924.9	16,629.8
17	Incorporated companies	178	220,327.0	201,493.6	15,371.6
18	All other	138	116,761.2	115,431.3	1,258.2

TABLE 4. Number of Establishments and Sales, by Kind of Business, for Canada and the Economic Regions, 1951 and 1957
(Number of establishments shown in brackets)

No.	Kind of business	Canada		Atlantic Provinces	
		1951	1957	1951	1957
		thousands of dollars			
1	(Number of establishments)	(1,741)	(2,837)	(114)	(244)
2	All establishments (sales)	2,493,563.0	2,860,353.6	36,075.6	114,508.7
3		(12)	(59)	(—)	(5)
4	Amusement, sporting and photographic goods	1,914.0	20,388.7	—	1,681.0
5		(32)	(61)	(1)	(4)
6	Automotive	13,617.5	38,907.0	1	1,082.1
7		(20)	(39)	(7)	(8)
8	Beer, wine and distilled spirits	6,830.5	15,164.5	471.5	2,665.2
9		(42)	(92)	(3)	(8)
10	Chemicals, drugs and allied products	15,348.3	46,893.4	1,349.2	1,211.9
11		(21)	(15)	(2)	(4)
12	Coal and coke	10,865.8	12,402.7	1	1,785.5

See footnotes at end of table.

TABLE 3. Principal Statistics, by Form of Ownership, for Canada and the Economic Regions, 1957

Sales	Commission earned	Owned inventory	Employees		Salaries and wages	No.
<i>OF</i> own manufactured goods			Maximum	Minimum		
thousands of dollars			number		\$000	
7,900.1	78,759.5	33,962.9	12,150	10,000	42,778.9	1
7,117.3	53,398.7	27,637.3	9,374	7,788	36,481.1	2
782.8	25,360.8	6,325.6	2,776	2,212	6,297.8	3
62.5	5,061.1	2,716.2	939	813	2,989.5	4
56.5	2,956.6	1,865.4	625	549	2,187.5	5
6.0	2,104.5	850.8	314	264	802.0	6
1,045.3	24,209.5	11,656.2	3,693	3,188	13,948.4	7
839.0	17,062.0	9,498.9	2,905	2,495	11,941.9	8
206.3	7,147.5	2,157.3	778	693	2,006.5	9
2,268.5	24,395.2	10,538.9	3,942	3,285	13,735.3	10
1,860.3	16,487.0	8,944.6	3,042	2,611	12,338.5	11
408.2	7,908.2	1,594.3	900	674	1,396.8	12
990.3	16,547.5	5,781.3	2,202	1,640	7,343.1	13
899.7	10,554.4	4,197.8	1,639	1,251	5,867.6	14
90.6	5,993.1	1,583.5	563	389	1,475.5	15
3,533.5	8,546.2	3,270.3	1,384	1,074	4,762.6	16
3,461.8	6,338.7	3,130.6	1,163	882	4,145.6	17
71.7	2,207.5	139.7	221	192	617.0	18

TABLE 4. Number of Establishments and Sales, by Kind of Business, for Canada and the Economic Regions, 1951 and 1957
(Number of establishments shown in brackets)

Quebec		Ontario		Prairie Provinces		British Columbia		No.
1951	1957	1951	1957	1951	1957	1951	1957	
thousands of dollars								
(445)	(858)	(486)	(890)	(440)	(529)	(256)	(316)	1
558,724.0	739,191.6	353,853.1	672,373.8	1,281,745.7	997,191.3	263,164.6	337,088.2	2
(4)	(19)	(4)	(19)	(2)	(11)	(2)	(5)	3
1	7,036.2	1,083.1	7,174.1	1	4,131.0	1	366.4	4
(11)	(14)	(11)	(26)	(5)	(12)	(4)	(5)	5
4,259.0	4,878.1	7,106.3	22,098.2	1,796.1	9,451.5	407.4	1,397.1	6
(9)	(23)	(1)	(5)	(—)	(1)	(3)	(2)	7
3,398.9	9,731.8	—	2,343.7	—	1	1	1	8
(19)	(37)	(10)	(35)	(5)	(6)	(5)	(6)	9
5,523.3	23,423.5	5,764.5	16,919.6	2,006.7	1,404.4	704.6	3,934.0	10
(—)	(3)	(8)	(1)	(8)	(4)	(3)	(3)	11
—	1	1,908.8	1	6,925.6	657.6	1,345.5	1	12

**TABLE 4. Number of Establishments and Sales, by Kind of Business, for Canada and the Economic Regions,
1951 and 1957 — Concluded**

No.	Kind of business	Canada		Atlantic Provinces	
		1951	1957	1951	1957
		thousands of dollars			
1		(512)	(678)	(14)	(26)
2	Dry goods and apparel.....	191,520.0	306,499.6	3,269.2	7,322.4
3		(79)	(105)	(3)	(10)
4	Electrical goods	31,711.6	69,254.8	3,680.5	7,028.9
5		(117)	(118)	(1)	(5)
6	Farm products (raw materials)	1,345,001.7	940,520.6 ¹	¹	10,185.1
7		(14)	(11)	(3)	(—)
8	Farm supplies	17,175.3	19,397.5	143.8	—
9		(110)	(277)	(17)	(43)
10	Food products (except groceries) and tobacco	138,226.0	355,475.7	7,759.8	21,622.3
11		(9)	(20)	(—)	(2)
12	Forest products (except lumber)	4,498.6	57,088.9	—	¹
13		(61)	(123)	(1)	(8)
14	Furniture and house furnishings	23,312.3	49,053.4	¹	1,320.6
15		(44)	(61)	(4)	(17)
16	General merchandise	46,102.0	23,212.3	772.2	2,440.4
17		(130)	(159)	(17)	(25)
18	Groceries and food specialties	145,028.6	235,161.4	8,724.2	29,372.7
19		(60)	(139)	(3)	(9)
20	Hardware	20,069.4	42,449.3	114.7	2,287.2
21		(22)	(26)	(1)	(1)
22	Jewellery	3,634.0	4,676.2	¹	¹
23		(19)	(28)	(—)	(—)
24	Leather and leather goods	12,096.2	12,837.9	—	—
25		(74)	(101)	(2)	(10)
26	Lumber and building materials (other than metal).....	77,421.7	78,722.9	¹	2,342.3
27		(166)	(290)	(18)	(28)
28	Machinery, equipment and supplies	36,613.1	119,682.3	2,717.9	7,218.7
29		(33)	(70)	(—)	(6)
30	Metals and metal work	161,225.7	138,604.9	—	2,563.6
31		(31)	(64)	(3)	(7)
32	Paper and paper products	94,830.5	148,153.6	226.1	1,735.5
33		(5)	(20)	(—)	(1)
34	Petroleum and petroleum products	3,975.1	27,272.4	—	¹
35		(24)	(63)	(1)	(3)
36	Plumbing and heating equipment and supplies	4,245.2	22,296.8	¹	1,384.1
37		(—)	(11)	(—)	(—)
38	Waste materials (including scrap metal)	—	10,328.4	—	—
39		(104)	(101)	(13)	(7)
40	Other kinds of business	88,299.9	40,227.2	5,566.4	6,474.7
41		(—)	(106)	(—)	(7)
42	Unable to classify	—	25,681.2	—	2,515.7

¹ Indicates figures are withheld to avoid disclosing individual operations but amounts are included in the totals.

TABLE 4. Number of Establishments and Sales, by Kind of Business, for Canada and the Economic Regions, 1951 and 1957 — Concluded

Quebec		Ontario		Prairie Provinces		British Columbia		No.
1951	1957	1951	1957	1951	1957	1951	1957	
thousands of dollars								
(134)	(199)	(148)	(217)	(130)	(148)	(86)	(88)	1
67,212.9	121,874.0	60,578.2	96,332.2	40,480.2	53,580.1	19,979.5	27,390.9	2
(18)	(22)	(21)	(34)	(27)	(23)	(10)	(16)	3
3,526.2	11,246.4	11,364.0	18,692.0	8,735.7	21,936.1	4,405.2	10,351.4	4
(10)	(26)	(24)	(19)	(62)	(60)	(20)	(8)	5
84,222.2	78,988.3	62,352.7	50,037.7	1,058,506.5	689,968.5	139,664.4	111,341.0	6
(1)	(5)	(—)	(2)	(9)	(4)	(1)	(—)	7
1	1,065.1	—	1	16,704.6	18,013.2	1	—	8
(40)	(99)	(18)	(79)	(24)	(29)	(11)	(27)	9
15,588.7	78,538.8	52,959.6	177,840.7	46,446.3	38,884.4	15,471.6	38,589.5	10
(5)	(9)	(2)	(1)	(—)	(3)	(2)	(5)	11
1,422.9	18,804.4	1	1	—	1	1	8,893.2	12
(15)	(43)	(29)	(44)	(10)	(20)	(6)	(8)	13
5,044.2	17,433.7	14,397.3	21,094.4	2,891.3	6,361.7	851.9	2,843.0	14
(13)	(14)	(4)	(9)	(16)	(14)	(7)	(7)	15
13,776.8	6,043.8	2,086.4	4,508.4	2,962.7	7,872.9	26,503.9	2,346.8	16
(21)	(28)	(33)	(47)	(39)	(41)	(20)	(18)	17
23,273.9	51,089.6	44,208.8	79,102.6	48,481.2	57,102.5	20,340.5	18,494.0	18
(20)	(41)	(13)	(46)	(15)	(27)	(9)	(16)	19
9,232.4	15,147.3	3,992.6	10,237.9	4,259.7	10,194.3	2,470.0	4,582.6	20
(5)	(8)	(5)	(7)	(8)	(8)	(3)	(2)	21
1,118.7	1,609.9	1,226.5	1,161.9	996.6	1,454.4	197.2	1	22
(8)	(15)	(7)	(7)	(2)	(5)	(2)	(1)	23
8,733.9	8,676.8	2,987.6	2,135.9	1	1,271.7	1	1	24
(16)	(27)	(21)	(22)	(22)	(17)	(13)	(25)	25
14,906.2	20,991.4	21,762.0	13,419.2	27,571.0	12,048.0	13,155.2	29,922.0	26
(41)	(84)	(56)	(112)	(31)	(43)	(20)	(23)	27
11,578.4	38,492.2	13,044.2	54,818.5	4,811.9	12,377.9	4,460.7	6,775.0	28
(14)	(22)	(13)	(32)	(4)	(4)	(2)	(6)	29
135,832.8	109,301.0	22,140.4	21,622.3	2,993.9	2,170.0	1	2,948.0	30
(7)	(15)	(14)	(26)	(1)	(4)	(6)	(12)	31
87,194.2	68,682.7	6,751.2	21,823.8	1	1,256.0	637.4	54,655.6	32
(1)	(4)	(4)	(3)	(—)	(8)	(—)	(4)	33
1	1	1	396.0	—	24,020.2	—	1,154.2	34
(7)	(20)	(3)	(29)	(7)	(11)	(6)	(9)	35
997.0	8,527.8	1	7,114.1	1,362.3	2,588.3	725.1	2,682.5	36
(—)	(6)	(—)	(5)	(—)	(—)	(—)	(—)	37
—	9,277.1	—	1,051.3	—	—	—	—	38
(26)	(36)	(37)	(36)	(13)	(12)	(15)	(10)	39
60,682.0	12,955.0	10,263.7	13,935.4	3,311.1	3,147.9	8,476.7	3,714.2	40
(—)	(39)	(—)	(36)	(—)	(14)	(—)	(10)	41
—	8,612.0	—	7,958.2	—	3,693.8	—	2,901.5	42

² Establishments with sales of approximately \$773,000,000, classified to Agents and Brokers in 1951, not within the scope of the 1957-59 survey.

